

## Message Text

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ORIGIN EB-04

INFO OCT-01 SS-14 ISO-00 EUR-08 INR-05 INRE-00 SSO-00  
CIAE-00 NSAE-00 NSCE-00 TRSE-00 OMB-01 IO-06 L-01  
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DRAFTED BY STR:AWWOLFF:JF  
APPROVED BY STR:AWWOLFF  
EB/ITP:W G BARRACLOUGH  
EUR/RPE:E CASEY  
-----077944 051936Z /50  
O 051857Z JUN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BRUSSELS IMMEDIATE  
INFO USMISSION GENEVA IMMEDIATE

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LIMDIS, USEEC, US MISSION ALSO FOR USMTN, PASS AMB. HINTON

E.O. 11652:N/A

TAGS: ETRD, MTN

SUBJECT: LETTER TO HAFERKAMP

FROM AMBASSADOR WOLFF

1. REQUEST YOU DELIVER LETTER FROM AMBASSADOR STRAUSS TO  
VICE PRESIDENT HAFERKAMP AS SOON AS POSSIBLE. SIMILAR  
LETTER WILL BE SENT TO MINISTER USHIBA.

2. BEGIN TEXT.

DEAR WILLIE:

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I DON'T THINK THAT THERE IS AN AREA OF THE MTN IN WHICH WE  
ARE NOT NOW MAKING PROGRESS. WE HAVE COME AN ENORMOUS  
DISTANCE SINCE THE FALL OF LAST YEAR. I DON'T UNDERRATE  
THAT ACCOMPLISHMENT. BUT I AM STILL CONCERNED.

WE ARE DRIFTING. GENERALLY, I FEEL WE ARE DRIFTING IN THE  
RIGHT DIRECTION BUT WITH SIX WEEKS TO GO TO THE JULY

SUMMIT IN BONN, I FEEL THAT I CANNOT TELL PRESIDENT CARTER THAT WE WILL HAVE OUR MAIN CONCLUSIONS FOR A SUCCESSFUL NEGOTIATION IN HAND FOR SUMMIT CONSIDERATION.

NEITHER OF US WANT THERE TO BE ANY SURPRISES IN OUR MEETING ON JUNE 19 AND 20 IN WASHINGTON. EACH OF US HAS TO DECIDE PRIOR TO THAT MEETING HOW WE CAN PROCEED TO REACH OUR POLITICAL AGREEMENT IN THE NEXT FEW WEEKS, OR INDEED WHETHER AN AGREEMENT IS POSSIBLE AT ALL.

INSOFAR AS WE ARE CONCERNED, I SEE A NEED FOR POLITICAL RESOLUTION IN THE FOLLOWING AREAS:

(1) AGRICULTURE. WE ARE LIKELY TO HAVE AGREEMENTS FOR MAIN COMMODITY AREAS -- WHEAT, COARSE GRAINS, MEAT AND DAIRY, BUT THIS DOES NOT MAKE AN MTN THAT WE CAN LIVE WITH. THE RISKS TO THE MTN ARE GREATEST IN AGRICULTURE BECAUSE WE ARE SO FAR FROM A SATISFACTORY SOLUTION. AS YOU KNOW, WE CANNOT ENTER INTO ANY AGREEMENT WITHOUT PROGRESS IN MARKET ACCESS.

(2) SUBSIDIES AND COUNTERVAILING DUTIES. WE ARE MAKING SOME PROGRESS BUT IT IS VERY SLOW AND HAS BEEN PARTICULARLY LIMITED IN AGRICULTURE, WHICH IS A SINE QUA NON FOR THE UNITED STATES.

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(3) SAFEGUARDS. THE ISSUES ARE WELL KNOWN AND WILL REQUIRE YOUR AND MY PERSONAL ATTENTION.

(4) TARIFFS. THE DANGER OF THE UNRAVELLING PROCESS BECOMING UNSTOPPABLE IS VERY REAL AND WE HAVE TO COME TO AN AGREEMENT ON WHAT WE NEED.

(5) GOVERNMENT PROCUREMENT. THIS IS A NEGOTIATION THAT GOES ON FOR GENERATIONS, IT APPEARS. THERE IS VERY SLOW PROGRESS IN GENEVA WHILE THE UNITED STATES CONGRESS IS WORKING ON CLOSING OUR MARKET. WE ARE GETTING CLOSE TO THE POINT WHERE IT WILL BE VERY DIFFICULT TO REVERSE THE TREND IN THE UNITED STATES. MOREOVER, FAILURE TO CONCLUDE AN AGREEMENT ON GOVERNMENT PROCUREMENT WILL UNDERMINE OTHER AREAS OF THE NEGOTIATION, SUCH AS INDUSTRIAL TARIFFS.

(6) THERE ARE OTHER ISSUES WHICH MAY PROVE EQUALLY DIFFICULT. I AM SURE THAT YOU HAVE YOUR OWN LIST. WE HAVE OTHER PROBLEMS NOT BEING DEALT WITH IN THE MTN. STEEL IMPORTS DOUBLED IN THE EARLY PART OF THIS YEAR, MAINLY FROM EUROPE, AND THERE IS CONTINUED PRESSURE FOR IMPORT RESTRICTIONS. THE ABILITY TO MANAGE THESE ISSUES

IS DIRECTLY DEPENDENT UPON THE INTERNATIONAL SOLUTIONS THAT  
WE CAN ARRIVE AT IN THE NEAR FUTURE.

(7) I THINK THAT WE MUST BE IN A POSITION BY THE  
AFTERNOON OF JUNE 21ST TO LET THOSE MEETING IN BONN  
IN MID-JULY KNOW WHETHER THEY CAN PRAISE US OR CONDEMN  
US.

I WILL BE GRATEFUL FOR YOUR DIRECTING YOUR PRIMARY  
ATTENTION TO THESE ISSUES BETWEEN NOW AND JUNE 20 AND  
IN THE MEANTIME FURNISHING YOUR COMMENTS AND ADVICE.

END TEXT. VANCE

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TEXT, AMBASSADORS, DIPLOMATIC COMMUNICATIONS, NEGOTIATIONS, TRADE AGREEMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 05 jun 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** AWWOLFF:JF  
**Enclosure:** n/a  
**Executive Order:** N/A  
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**Expiration:**  
**Film Number:** D780234-1172  
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**Message ID:** 64783d92-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** LIMDIS  
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**Previous Handling Restrictions:** LIMDIS  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2486849  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LETTER TO HAFERKAMP FROM AMBASSADOR WOLFF  
**TAGS:** ETRD, US, MTN, (HAFERKAMP, WILHELM)  
**To:** BRUSSELS USEEC MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/64783d92-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
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